

the AUCTIONEER



ALRIGHT, ALRIGHT
IF YOU WANT TO GO
TO THE **NATL. CONVENTION**
AT **SHERATON HOTEL** IN
LOUISVILLE, Ky. SO BAD
GET YOUR SUITCASE
AN WELL BOTH GO.



1960

National

Auctioneers

Convention

Louisville, Kentucky

Sheraton Hotel

July 14 - 15 - 16

Y'all Come

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

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803 S. Columbia St. Frankfort
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Kentucky Auctioneers Welcome NAA Members to Louisville

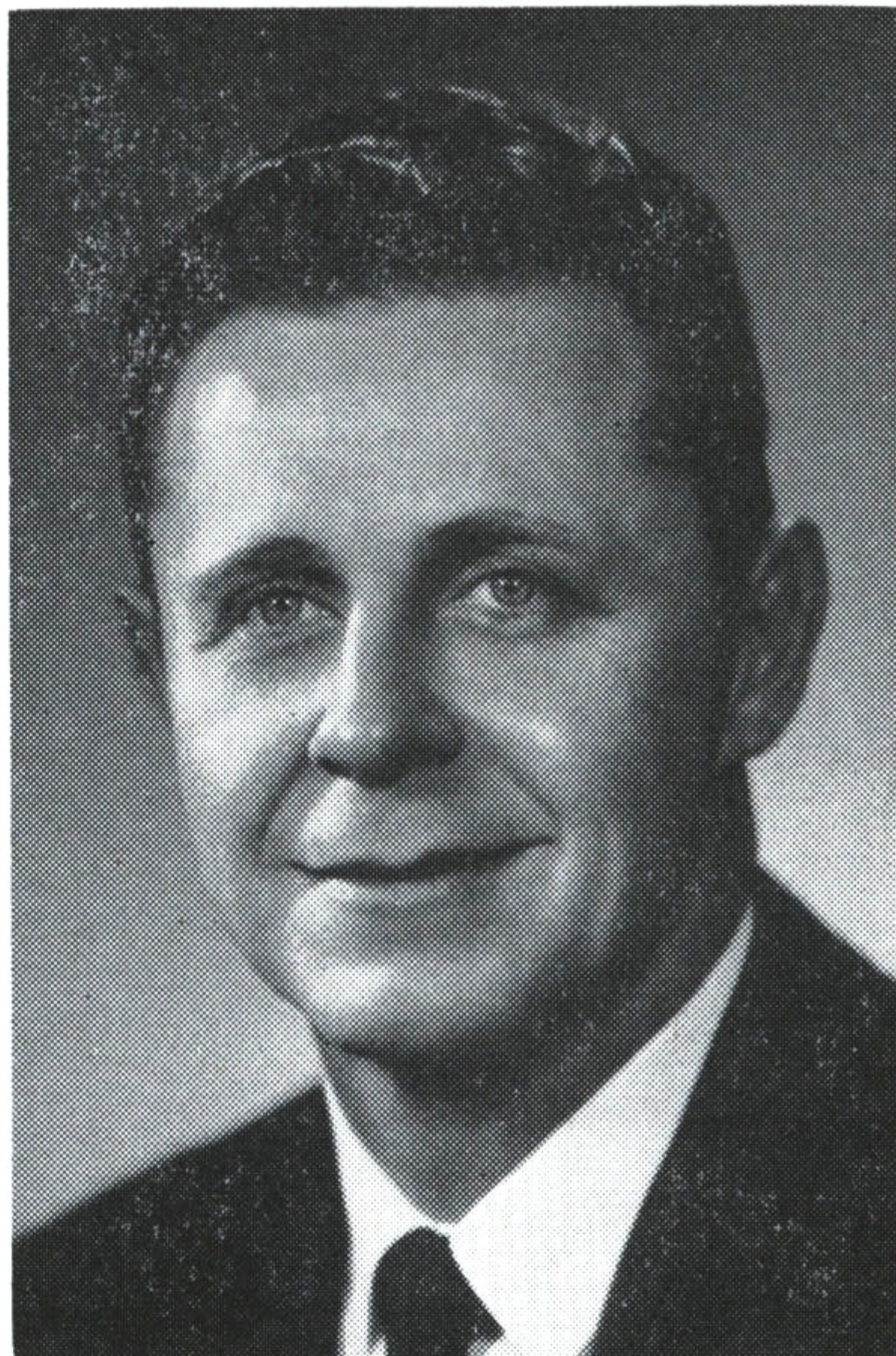
By Col. Orville R. Moore

Now hear this ! ! !

Well friends and colleagues its Kentucky Derby Eve and time is almost upon us for our big annual shindig. For those utterly uninformed, the N.A.A. Convention convenes in "dear ole' Kaintuck" come July 14-16, 1960, Sheraton Hotel, Louisville. The writer's household has been a scene of bedlam for months, with the Mrs. (she's President of the K.A.A. Ladies Auxiliary) making her pre-Convention arrangements, as well as all those other little Convention chores that I have passed over to her to do for me. (Thus far, she hasn't arranged by phone for the men to attend a Playtex or Living Bra style show, darn it' or the women to attend an expectant father clinic). Is this a natural characteristic with all husbands or am I just blessed by having someone outstandingly accomplished wherein complete assurance is known, that matter not the chore or assignment, same will be performed perfectly to the nth degree and to my complete satisfaction.

By the time you read this the writer will have been in attendance at a pre-Convention planning conference in Chicago on May 8, 1960, with President Ernie Freund and the other N.A.A. Officers in attendance. Do not know for a certainty, but rather imagine this conference shall be the last before the curtain goes up for the big show July 14. By the way, have you gotten your bus, train or plane tickets to Louisville yet? If not, is your car greased, gassed up and ready to go? If the answer is still negative, then go down to the ticket office for your river stern wheeler passage or have your fox-trot horse shod with light weight plates to hasten your arrival with a good seat. Matter not your mode of travel, we're waiting for you and your's to prove that the good things you have heard about Kentucky are true and any bad things you may possibly

have heard are only a myth. Honestly, Kentuckians do wear shoes.



Most of the Convention arrangements are now completed. Practically all phases of the auction profession shall be stressed extensively and minutely by persons of high authority, i.e., Real Estate, tobacco, bankruptcies, furniture and horses to cite but a few. Additionally, a visual demonstration will be given by a nationally known speech therapist of this City on diaphragmatic breathing while auctioneering. (NOTE: This shall not be a lecture but a demonstration using a volunteer Auctioneer as the subject).

Another of our highlights shall be an address by Kentucky's own, but well known by vast numbers throughout the United States and Canada, Col. George Swinebroad, Lexington, a person of such outstanding ability I unhesitatingly and automatically think of as "Mr. Auc-

IN UNITY THERE IS STRENGTH

tioneer" himself. The writer has known and seen George in action with Saddlebreds, Standardbreds and Thoroughbreds countless times. Off hand, I do not know the most expensive animals he has dropped the hammer on but the most indelible in my memory was the occasion at the Keeneland Sales immediately after the 1958 N.A.A. Convention in Buffalo.

The bidding started slowly, considering the classic breeding being offered, but when it was all over Mr. Kerr of Oklahoma (Round Table owner) had bid in excess of \$78,000.00 for the offering. Easily written but George really demonstrated his known talent that time. Tremendous, but there are bound to be countless similar experiences, probably much greater and higher in scope that have escaped my memory. I am sure you would like to have some of them re-

called or reviewed by an Auctioneer that has sold offerings, to date, in the millions, quite possibly billions. This feature, alone, should be worth your attendance. All of you have heard of him countless times, now the opportunity of meeting him in person.

The above two examples are only excerpts of what the writer believes to be one of the finest programs offered at any Convention on any endeavor. You owe it to yourself and to your clientele to reap the tremendous benefits to be derived by your attendance. Will you be one who can say I'm certainly glad I attended or will you be one who will always feel remorseful and keep telling yourself I wish now that I had attended the 1960 N.A.A. Convention in Louisville. Don't let the latter be your plight.

"I'll See You In Louisville. Y'all come."

Auctions As Business Barometer

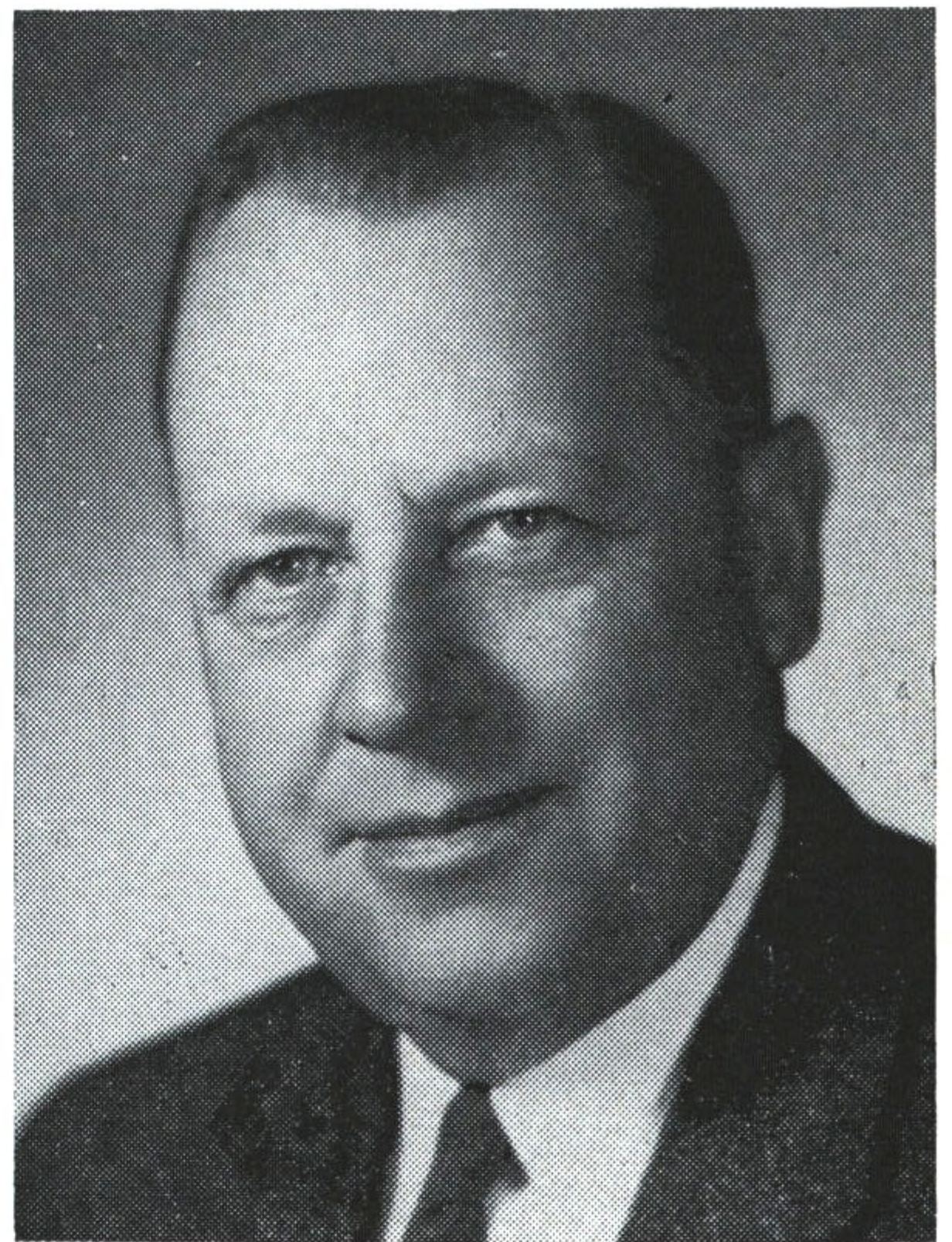
Is it possible that selling by auction can become an established means of determining market potential of merchandising?

Are obsolete methods reducing your efficiency and profit in the conduct of your Auction business?

These thoughts should be just as important to an Auctioneer as they are to a company that tries to improve its efficiency with more modern equipment and better know how.

Every report received from auctioneers points up to a good business in the Sixties. Take advantage of these increased opportunities by attending the National Convention of your profession at Louisville, Kentucky, July 14, 15 and 16.

You will go back to your community more enthused because of the topics that will be discussed. You will do a better job. Improve your community relations or better your public relations. Step up your business by gearing it to the market. Every phase of the fast growing selling profession will be discussed and you cannot afford not to be there because of the great fellows you met at previous conventions and the old timers that never miss being there and don't forget the great increase in membership



which means that many new members will be there. They will be eager young men wanting to learn more about their profession.

Make your plans now, you, your wife and family.

See you all in Louisville in July.

Ernest Freund,
President of N.A.A.

IN UNITY THERE IS STRENGTH

ATTEND THE
NATIONAL AUCTIONEERS CONVENTION

LOUISVILLE, KENTUCKY

SHERATON HOTEL

JULY 14, 15, 16, 1960

PROGRAM

WEDNESDAY, JULY 13

National Board of Directors Meeting **2:00 P.M.**

ERNEST FREUND, Wisconsin President

CARMAN Y. POTTER, Illinois 1st Vice President

CHARLES CORKLE, Nebraska 2nd Vice President

HENRY RASMUSSEN, Nebraska Treasurer

BERNARD HART Secretary

NAA Headquarters — Frankfort, Indiana

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Ernest Niemeyer, Indiana

Harris Wilcox, New York

Owen V. Hall, Ohio

Tony Thornton, Missouri

F. E. Fitzgerald, North Dakota

George E. Michael, New Hampshire

W. J. Wendelin, Texas

K.A.A. Executive Committee Meeting 11:00 A.M.

K.A.A. "Get-Together" (Entire Membership) 1:00 P.M.

Meeting of Reception Committee 2:00 P.M.

Meeting of Fun Auction Committee 3:00 P.M.

"Hospitality Night" 7:30 to 10:30 P.M.

IN UNITY THERE IS STRENGTH

THURSDAY, JULY 14

9:00 A.M.—Registration continued through the day.
Coffee served by Kentucky Ladies Auxiliary.

10:00 A.M. to 11:30 A.M.—Meetings of Resolutions, Grievance and Auditing Committees.

12:00 Noon—Luncheon.

Welcome to Louisville Mayor Bruce Hoblitzell

Welcome to Kentucky Col. John Cummins,
President of K.A.A.

Address—"Making Life Worthwhile"
 Mr. C. H. "Preach" Edwardsen

2:00 P.M.—Invocation Rev. Peyton Thurman, Dean of Students,
Southern Baptist Theological Seminary

2:10 P.M.—Introduction of Convention Chairman

2:15 P.M.—“Kentucky, Your Host” Col. W. P. “Bill” Scully,
Lexington, Ky.

2:30 P.M.—“How I Found Louisville to Be” Mr. Bill Howard,
President, Louisville “JAYCEES”

2:45 P.M.—“President’s Address” Col. Ernest C. Freund
Fond du Lac, Wisconsin

3:05 P.M.—“Advantages, Auctioneers Associations”
. Col. Charles Corkle, Norfolk, Nebraska

3:30 P.M.—“Why A State Organization?” Col. W. Craig Lawing,
Charlotte, North Carolina

3:45 P.M.—“Duties and Advantages of Ringmen” . . Col. Bryan Swilley,
Memphis, Tennessee
Auction Seminar on the above subject.

4:40 P.M.—“Proper Breathing” A visual demonstration
by Dr. Philip Katz, Louisville

5:00 P.M.—ADJOURN

7:30 P.M.—Fun Auction

9:00 P.M.—Get Acquainted Dance (Round and Square)

IN UNITY THERE IS STRENGTH

FRIDAY, JULY 15

- 9:00 A.M.—Call to Order—Invocation—Continued Registration
- 9:05 A.M.—“Buying and Selling (At Auction)” _____
Postmaster, Louisville
- 9:20 A.M.—“Bankruptcy Liquidations” Hon. Theodore W. Bates,
Referee-in-Bankruptcy, Louisville
- 10:00 A.M.—“Horse Racing” Mr. Wathen Knebelkamp,
President of Churchill Downs, Lexington, Ky.
- 10:20 A.M.—“Race Horse Auctions” Col. George Swinebroad
Lexington, Kentucky
- 10:45 A.M.—“Timely Remarks” Col. John T. Ryan, Greeley, Nebr.
- 11:00 A.M.—“Opportunities Unlimited” Col. John Overton,
Albuquerque, New Mexico
- 11:30 A.M.—“Auctions and Farm Economy” Col. Wendell Ritchie,
Marathon, Iowa
- 11:50 A.M. ADJOURN
- 1:00 P.M.—Call to Order 1st Vice-President, Carman Y. Potter,
Presiding Officer
- 1:05 P.M.—“The Fiftieth State” .. Col. L. L. Stambler, Honolulu, Hawaii
- 1:30 P.M.—“Your Profession” Col. C. E. Cunningham
Greenwood, South Carolina
- 1:50 P.M.—“Enjoy Your Work”—Col. Ken Barnicle, Ellisville, Missouri
- 2:15 P.M.—“Government Liquidations” Col. J. L. Todd, Rome, Ga.
- 2:40 P.M.—“The Auto Auction” Mr. Tom Beasley,
Immediate Past President, National Auto
Auction Association, Nashville, Tenn.
- 3:00 P.M.—“The Tobacco Auction” Col. John L. Cummins,
Cynthiana, Kentucky
- 3:20 P.M.—Auction Seminars: “Advertising and Setting Up a Sale
(Furniture)” to be led by Col. J. W. Maloney, Louisville.
“Opening a Sale (Opening remarks, terms and conditions,
tempo of sale, etc., toward a successful sale)” to be led by
Col. Harris Wilcox, Bergen, New York.
- 5:00 P.M.—ADJOURN
- 7:30 P.M.—Evening Entertainment

IN UNITY THERE IS STRENGTH

SATURDAY, JULY 16

- 9:30 A.M.—Call to Order—Invocation
- 9:35 A.M.—“The Registered Livestock Field” Col. Ray Sims,
Belton, Missouri
- 10:00 A.M.—“The Livestock Auction Markets” Col. J. T. Wooten,
President, National Association of Livestock Markets,
(NALAM), Rocky Mount, North Carolina
- 10:20 A.M.—“What is Real, What is Personal Property” Tony Rives,
Secretary-Counselor
Kentucky Real Estate Commission, Louisville
- 10:40 A.M.—“Enthusiasm” Mr. _____ York, Louisville
- 11:50 A.M.—ADJOURN
- 2:00 P.M.—Opening of Business Session
- 2:05 P.M.—National Secretary’s Report Col. Bernard Hart,
Frankfort, Indiana
- 2:10 P.M.—National Treasurer’s Report Col. Henry Rasmussen,
St. Paul, Nebraska
- Auditing Committee Report
- 2:15 P.M.—Grievance Committee Report
- 2:25 P.M.—Resolutions Committee Report
- 2:40 P.M.—Election of Officers and Directors
- 3:00 P.M.—Acceptance Address, New NAA President
- 3:25 P.M.—Recommendation of 1961 Convention Site
by Board of Directors
- 3:30 P.M.—Report of Board of Directors
- 4:00 P.M.—New Business to be considered by Board of Directors
- 4:30 P.M.—ADJOURN
- 6:30 P.M.—GRAND BANQUET
- Address by L. L. Cunningham, Milwaukee, Wisconsin

In July All Roads

Lead To Louisville

By COL. B. G. COATS

The time has arrived when every Auctioneer in America owes it to himself to participate in the only annual event of its kind in the world. Many features and innovations await you. A galaxy of entertainment for every member of your family. Three thrilling days and nights of continuous activity and unexcelled hospitality. Y'all Come and help to make it 600 in '60. Avoid being inconvenienced by making your reservations now — Hotel Sheraton, Louisville, Kentucky.

Your National Convention will be held July 14-15-16. This great conclave affords you an opportunity to become associated in an active way with folks who have the same "tastes" as yourself no matter where you happen to live.

LAUDABLE
OBSERVATIONS
UNDERSTANDING
IDEAS
SERVICE
VERACITY
INFORMATIVE
LUMINOUS
LUCRATIVE
EXHILARATING

KNOWLEDGE
ENTHUSIASM
NECESSARY
TRAINING
UNITY
COURTESY
KINDNESS
Y'ALL COME

In addition to the social aspects of this convention you will see and hear Auctioneers who specialize in every phase of auctioneering. Speeches, discussions and private chats on auctioneering and related subjects. The fellowship and knowledge to be gained in attending a national convention is of immeasurable value. You will get acquainted with fine people and make some lasting and valuable friendships.

It is only by investing in tomorrow today that we can continue to serve well. Imagine, if you can, as many as 600 sitting down to a good meal, and afterwards talking about things in common. It is your personal choice. Avail yourself of this unique, stimulating and entertaining way to improve yourself and your profession.

Auctioneers U.S.A.!



Martha Kurtz

The Kentucky Auctioneers Association extends a BIG WELCOME TO YOU!

Yes, we have made our plans to show you a big time, to increase your knowledge of Kentucky, its folklore, history, and romance, and to participate with the National Auctioneers Association and its Directors in bringing you a top-notch educational program. Don't miss THE NATIONAL CONVENTION for it is your convention, geared to help you professionally.

Hope to see you and meet you.

Martha Kurtz, Secretary
Kentucky Auctioneers Assn.

Colorado Urges Convention Support

By Lyle D. Woodward, Secretary
Colorado Auctioneers Association

The Colorado Auctioneers Association has not died. As a matter of fact, they had a very enjoyable meeting the 8th of March in Grand Junction, Colorado. It so happened that the city was celebrating at this time "Blossom Day." Words cannot describe the beauty of so many cherry and peach trees in bloom. Those of you who have not visited the Western slope at this time of year have truly missed something.

Let me say this—those of you who have not attended a National Auctioneers Convention have missed something—perhaps the most relaxing, entertaining and yet rewarding phase of your chosen profession. We of Colorado are proud to have hosted the largest Auctioneers Convention last year in Denver, but we will be even more proud if the auctioneers from Colorado support the convention in Louisville in the same manner and attendance that was shown us from auctioneers of other states. So for this reason the July meeting of the

Colorado Auctioneers Association will not be held and we urge all auctioneers to take a vacation. Plan now to attend the National Auctioneers Convention. See you in Louisville.

Kansas Auctioneers To Meet in June

The fifth Annual Convention of the Kansas Auctioneers Association will be held Sunday, June 12, at the Hotel Baker in Hutchinson, according to C. E. Sandeffer, Topeka, Secretary-Treasurer of the organization.

In addition to the regular program scheduled for Sunday, a get-together is planned for Saturday evening for all who can be there. The business meeting will be held by the officers Saturday evening, June 11.

An interesting program including an open forum for discussion of the "License Law" problem has been arranged by L. E. "Gene" Watson, Hutchinson, President of the Kansas Auctioneers Association.

From Chickens To Auctioneering

It was a summer day 30 years ago when 12-year-old Ervin Morrill wandered into an auction. He never forgot it.

He remembered the old-time auctioneer caught up in the excitement of the bidding . . . the people sprawled on the lawn of a country estate . . . and the downeast humor sprinkled generously over the entire scene. Then and there Ervin Morrill decided he wanted to be an auctioneer.

But over the years providing a living for his growing family kept him working at his father's and grandfather's business as a poultry dealer and livestock raiser . . . until 12 years ago.

Then he worked at a single charity auction in 1948. Now Ervin can look back on more than 400 commercial and charity auctions he has held in Southern and Central Maine. And his never-flagging enthusiasm has turned three generations of poultry dealers into a three generation team of licensed Maine auctioneers.

The Morrill team of auctioneers includes Ervin and his 65-year-old father, Linwood, who do the chanting and gavel banging . . . Ervin's wife Betty who handles the bookkeeping and advertising. And three children . . . Bobby . . . Jean and Stan who pass articles and collect money at auctions.

They all pitch in for the biggest job of all . . . sorting . . . listing . . . packing and transporting items to the auction site.

Ervin doesn't mind telling about his many experiences as an auctioneer . . . even if he does find himself the butt of his own joke. Like the time when he first began auctioneering and he auctioned off what he called "a bit of driftwood that had been whittled down" . . . for 50 cents. He recalls: "It turned out to be an old ship's figurehead worth about 200 dollars."

Another time a bidder's secret signals for registering his bid with the auctioneer resulted in an unexpected sale. Ervin relates "the farmer bought himself a fine cow at a cornish auction by blinking his eye each time he wanted to make a bid.

"I wallked up to him after the auction was over to compliment him on his purchase. 'Fine animal you just bought' I told him."

And the farmer answered: "I hope it is. I really had no idea of buying this cow. All the time you thought I was bidding I had some durn hayseed in my eyes and couldn't stop blinking."

New Members Make 32% of Period Total

The period from April 16 to May 15 has been a quiet one in regard to the recording of membership dues. Of the 34 sets of membership credentials sent out during the last period 11 went to new members—a little over 32% of new members in relation to the renewals.

The memberships processed last period are listed below. An asterisk indicates renewal.

- H. "Skinner" Hardy, California
- *John W. Becker, Pennsylvania
- *Emmett Mateer, Pennsylvania
- Sammy Pickle, Texas
- *Ben Schwadron, New York
- *Harvey W. Swartz, Wisconsin
- *Dean George, Wisconsin
- Harold D. Koza, Alabama
- Walter Wiegmann, Indiana
- *Harry J. Argus, Indiana
- *Elmo Z. Peppers, Georgia
- *Bunnie Tyrrell, Kansas
- *Merle D. Straw, Jr., New Hampshire
- Kenneth Doty, Indiana
- *Art L. Wilson, California
- Raymond C. Bender, Maryland
- *Virgil Madsen, Oregon
- Joe Hicks, Colorado
- *L. M. Hocker, Pennsylvania
- Ronald Harrison, Pennsylvania
- *Lloyd Force, Pennsylvania
- *W. P. Emmons, Florida
- *Ralph H. Shively, Indiana
- *Louis J. Marion, New York
- *A. R. Billiter, Illinois
- *Vaughn Lipp, Indiana
- *Pierce Smith, Georgia
- *Sidney White, New York
- Gale H. Koelker, Wisconsin
- *Ed Dean, New Hampshire
- *L. G. Schloatman, Wyoming
- *Gerald Knight, Missouri
- William Warp, Wisconsin
- Gerald Miller, Nebraska.

Bits of Thought

By R. C. Foland, Real Estate Auctioneer and Realtor



In my "Bits of Thought" for the June "Auctioneer," I want to call the attention of all readers of this magazine to an article by C. B. McCarter.

Col. McCarter not only sells real estate by genuine auction but his article goes to show that he is also a student in the matter of public relations. His article is rather lengthy, but I believe every auctioneer should take time to read the article which appeared on pages 24, 25, 26 and 27 in the December 1959 issue.

Regarding license laws, I also wish to refer the readers of "The Auctioneer" to an article in the March, 1956 issue under the caption "Why An Auctioneers License?" by Col. George Michael. Find the article on pages 14, 15 and 16. I try to read all that is said on license law material, both pro and con. This article by Col. Michael, in my judgment, should not only be read but studied carefully.

New Jersey Members Publish Directory

The New Jersey State Society of Auctioneers, Inc. has begun the publication of an annual roster of members, according to Col. Ralph S. Day, Secretary-Treasurer of the NJSSA.

The 1960 Directory of Approved Member Auctioneers is 3 inches by 5 inches for convenient filing. The back cover can be utilized for each member's advertising imprint.

Members of the New Jersey State Society whose dues were paid up through 1959 were listed in the new 1960 Directory. Besides his name, address and telephone listing, his auctioneering specialty is included in the booklet.

Further plans include the accumulation of data during 1960 of the value of each class of goods each member sells during the year for inclusion in the 1961 Directory. This information will be compiled to show the dollar value of goods sold by member auctioneers

in all fields as real estate, livestock, dispersal sales, household, farm, general and so forth as a means of advertisement for banks, executors and anyone who could benefit by the auction method of selling.

Col. Stambler Injured in Fall

Col. Louis L. Stambler, Pier 7, Honolulu 15, Hawaii is a patient at Queens Hospital in Honolulu as a result of a fall he had during the latter part of April. Col. Stambler was looking at some merchandise on the second floor of a warehouse when he stepped through a termite damaged floor and fell eight feet to a concrete floor below. When he was taken to the hospital a series of X-Rays revealed a broken bone in his back. He will probably be laid up for a few more weeks before a brace can be put on his back.



Members of the Ladies Auxiliary of the Colorado Auctioneers Association are pictured during the meeting held January 9 in Denver, Colorado.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Dear Ladies:

How time flies! It doesn't seem possible that it is almost convention time again. I can only hope you are looking forward to meeting in Louisville, Ky., as much as I am.

To those of you who are not members may I extend a personal invitation to you to join our Auxiliary. The fee is \$5.00 per year or \$25.00 for a life membership.

If you plan to bring your children to the convention they will be well entertained this year. The Kentucky Ladies have planned quite a program for them.

The Ladies in Kentucky are working very hard to make this the best Convention that our Association has ever attended. The next issue will carry a complete program of our Convention.

The officers and directors of 1960 will be counting on you! Won't you come?

Sincerely,
Gretchen Featheringham
President of the National
Auxiliary, Ashville, Ohio

* * * *

Dear Ladies of the Auxiliary:

I've certainly enjoyed the letters that have been appearing in "The Auctioneer." If we could all have as much enthusiasm as Mrs. Tom Berry we could make our correspondence section quite interesting. Speaking of hobbies, I love to attend antique auctions.

I'm sure we are all enjoying this lovely spring after such a long winter. We are certainly looking forward to the Convention, not only for the benefits derived from it but also meeting all our friends again.

At our spring State meeting which was well attended there were quite a few that were planning to attend the National.

Here's hoping the best for everyone and no more broken bones for you, Mr. Hart. Hope to see you all in Louisville.

Sincerely,
Mrs. Al Boss
Carroll, Iowa

I'LL BE THAR

Mr. and Mrs. Fred Ramsey and family
Mr. and Mrs. Guy Pettit
Mr. and Mrs. J. O. Lawlis
Mr. and Mrs. J. O. Lawlis, Jr.
and family.

Mr. and Mrs. W. J. Hagen
Mr. and Mrs. R. J. Thomas
Mr. and Mrs. B. G. Coats
Mr. and Mrs. Russ Kiko
Mr. and Mrs. Hugh Campbell

Duchess to Auction Art Treasures

LONDON—The Duchess of Kent, one of the less affluent of the royal family, will sell many art treasures at Sotheby's auction rooms June 20, hoping to raise \$100,000. The government gave the Duchess, Queen Elizabeth's aunt, no pension after her husband was killed on a World War II R.A.F. mission, but she gets \$70,000 a year from a queen's fund.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Ashville, Ohio

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Mrs. Owen Hall, Celina, Ohio

2nd Vice President

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MO. AUCTION SCHOOL
GRADUATION BANQUET -- MARCH 1960

State Associations Should Determine Own License Needs

By COL. POP HESS



The date of this writing, May 12, is a cold, cloudy, wet day in Ohio. The May issue of this publication has been on my desk for a few days and I was pleased to note the many letters and writings of various kinds therein. No doubt by the time this June issue goes to press there will be many more in print concerning the principal topic, "Auctioneers License Law." In my writing in this issue and in former columns I do not want any one who has contributed his thinking to the pages to feel he is being censured or disapproved of by any one. Several of us regular contributors have asked for your letters and your suggestions. Through it all may come decisions.

For many months I have been giving this license law a lot of study. I have read all suggestions and what the boys think. From here on in, what I will write in this column is not the voice of the N.A.A. nor the voice of any faction but just my personal opinion as it stacks up from the long survey I have made in checking data.

The writer has come to this conclusion: Whether we do or do not have an Auctioneers License Law, it is not the proper thing to put the matter in the lap of the National Auctioneers Association. Evidence shows that we have in this Association strong long-time members who do not agree on the matter to have or not to have and on each side they come up with strong arguments. Further, in my study, I have seen no way that one can set up a National Law to fit all Auctioneers in each of our fifty states and Canada. Therefore, the fact remains that this law is each individual's State's problem to solve and it is not the proper job for our National Association to endorse or disapprove. It can be the mis-

sion of our National Association to publish the efforts and pros and cons of each state in trying to have a law that fits but I feel that we should not turn against the National Association if it does not come out and set up or try to endorse a law that cannot be really written to fit all Auctioneers of the land.

On page 22 in the May issue, an article by our Editor, Bernie Hart, driving close to my thinking as to the facts of how far the N.A.A. can go in this matter of licensing. Nearly sixty years ago when I was getting ready to hang out my shingle as an Auctioneer someone raised the question, "Do I have to have a license?" I paid an Attorney to look it up in my County and he found that there was a State License Law in Ohio and there had been one for years. Ohio Auctioneers had to have a State License to sell many listed items of new merchandise such as sugar and cloth. No license was required to sell items of husbandry — meaning the average general farm sale, real estate, livestock, or household goods. In fact, about all the items a general Auctioneer in Ohio would sell were exempt from any license requirement. However, sixteen years back they changed that law in Ohio and all Auctioneers of Ohio must go each year to the Clerk of Courts of their county and pay \$10.00 and file a \$1,000.00 bond. If you have that you are or can be licensed to Auctioneer in Ohio. No doubt this is a law pattern we have now in many states.

So as I see it, the entire matter is up to each State and each State Association to work out and live with. Your support to the National Association should be no means be cut off as this N.A.A. is the hub of all State Associations. The publication should bring out

IN UNITY THERE IS STRENGTH

both sides and can advance wisdom and thought but it can not be fully true to all the N.A.A. members in coming out and endorsing any plan that is a matter of difference of opinion in each State. As I see this matter on this and all subjects coming up in the ranks of Auctioneer, the N.A.A. is much like our Democratic way of living and it should be neutral on all subjects with free speech on both sides but each State should decide and not the N.A.A. As I understand the set-up our National Convention is to acquaint members with other members, bring out what is good and bad in the business, and help each state so that its members may go back to make decisions. It is not their job to endorse any item under such set-ups as we have in this license law. Our Conventions can be a court of hearing but not one to lay down a law to cause eruption within its membership that could put this fine National Auctioneers Association on the rocks for all time.

Some years back I recall a Livestock Association that is today a very strong Association doing a wonderful job for their members as a National Livestock Breed Association with National membership. At one time they leaned somewhat toward a set-up for all states which was taken by one single state and there were some tense moments in the life of that National Association until they came to the conclusion that each State should work out its management problems. Instead of forcing the situation upon all States the Association became the hearing ground and served in an advisory capacity and today they are doing a great job for the members and the livestock breed.

This can be the same situation for our National Association. Our members for or against licensing should not hold out that the N.A.A. must endorse or try to write or establish a National License Law for auctioneers.

The writer has put up this long list of words as it has become apparent in some of the letters from members which have gone into print in our past issues that if the N.A.A. does not endorse what they think should be done, why belong to the N.A.A. To boycott the N.A.A. would be like the boy who disagreed with his Father and Mother, all his

Grandparents, and his ancestors and went out on a full bull rage to conquer the world, only to return humbly and listen to advice for forgiveness and receive a hand to the back to start all over.

Today we here in these United States of America have got many good State Auctioneer Associations in action and a strong National Auctioneers Association that has now attracted national attention. Let each State clean up their troubles at home, then with peace of mind all can come home to the National to explain their success and receive blessings for good work done.

Now it is a fact that many states have no license laws governing Auctioneers. Many have and no one is happy with them. Many Auctioneers suffer and meet up with strict requirements in large cities and counties where their city and county officials have made laws to govern the holding of Auctions which are a burden to the Auctioneer who wants to operate within the city or county.

When we look back this was caused by fly-by-night Auctions held that not only hurt the tax paying merchants but also the local Auctioneers who were not involved in such sales. That which looks like outlaw legislation was made because certain auctions were held that made suckers of John Q. Public. In one way these restrictions are doing a great favor to the local Auctioneer who is clean and must survive through his work as an Auctioneer. It keeps out the fly-by-night operators who use an auction in disguise. In such states where this is going on you, Mr. Auctioneer of that State, get behind your State Auctioneers Association and let them go as an official body. It has been done and you can do it. Get smut separated from the wheat and prove to the City Council or County officials that there is much difference in the Auctions you conduct than the ones they are after. It is your own back yard and it is the job of you or your State Association to get it in order.

Boys, that is the way I see it. Stick to your State and National Associations. Come to the Convention July 14, 15, and 16. Baring sickness or some unforeseen thing that could happen, I will be at the convention in Louisville, Kentucky. I will not be there to argue with you —

IN UNITY THERE IS STRENGTH

more to just listen. As you know, as yet we as State and National Associations are still looking for a Moses to lead us.

Busy Days Ahead

The next few weeks immediately preceding the National Convention will be busy ones for auctioneers throughout the country with many state organizations getting together in one form or another. We list several of those scheduled:

June 1—Association of Wisconsin Auctioneers Annual Convention and Business Meeting, Hotel Loraine, Madison.

June 5-6—Pennsylvania Auctioneers Association Midsummer Meeting, Fort Ligonier Hotel, Ligonier, Pa.

June 5-6—Tennessee Auctioneers Association Annual Convention, Mountain View Hotel, Gatlinburg, Tenn.

June 12—Ohio Auctioneers Association

Annual Summer Meeting, Leland Hotel, Mansfield, Ohio.

June 12—Kansas Auctioneers Association Annual Convention, Hotel Baker, Hutchinson, Kas.

June 19—North Dakota Auctioneers Association Annual Convention, G P Hotel, Bismarck, N. D.

June 26—Indiana Auctioneers Association Annual Summer Picnic at Roy Crume home near Kokomo, Ind.

July 1—Idaho Auctioneers Association First Annual Convention, Boise, Idaho.

July 3—Texas Auctioneers Association Convention, College Station, Tex.

A pedestrian is a guy who knows there are still several gallons of gas in the tank when the gauge points to empty.

The dead and the foolish never change their opinions.



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Another Good Convention

By Nebraska Auctioneers

By Bernard Hart

Nebraskans again demonstrated their pride in their profession by their attendance at the Twelfth Annual Nebraska Auctioneers Convention held at the Madison Hotel in Norfolk, on May 1. The fact that 10 of a possible 11 past Presidents of the Nebraska group and five members of the official family of the National Auctioneers Association registered their attendance is convincing proof that Nebraska auctioneers are proud of their profession and are willing to prove it.

Norfolk proved to be an ideal spot to hold this year's convention. This is the home of the World's Largest Livestock Auction Market and two principals of the Norfolk Live Stock Sales Company have held key positions in the Nebraska Auctioneers Association the past year. W. V. "Bus" Emrich served as President and Donald D. Zicht filled the office of Secretary-Treasurer.

Following a meeting of the Board of Directors in the forenoon the meeting was called to order and the Welcome was given by Warren Cook, Mayor of Norfolk. Col. James Martin, Chappell, Nebr., handled the response. Reports of the activities of the Secretary and Treasurer were given followed by the introduction of all auctioneers and guests to complete the morning program.

Immediately following the Luncheon a most inspiring address was given on the subject of "Advantages of Auctioneers Associations," by Charles Corkle, Norfolk, 2nd Vice President of the National Auctioneers' Association. Those who attend the National Convention in Louisville, will be privileged to hear the same address.

Col. John Ryan of Greeley, Nebr., expressed his typical Irish wit without which a Nebraska Convention would not be complete. Bernard DeLay, Vice President of the DeLay National Bank, Norfolk; Roy Tucker, Owner and Operator of the York (Nebr.) Livestock Commis-

sion; Bernard Hart, Secretary of the NAA; and William F. Swanson, Director of the Nebraska Real Estate Commission, completed the afternoon's roster of speakers.

Elected to offices for the fiscal year beginning June 1, were: Dale Hanna, York, President; Ray Flanagan, Albion, 1st Vice President; Glen Helberg, North Platte, 2nd Vice President. Added to the Board of Directors were: Marvin Grubaugh, Rising City; Donald Zicht, Norfolk; Howard Christensen, Alliance; and Leonard Pittack, Plainview.

More than 100 persons attended the evening Banquet. Entertainment was furnished by the "Uno Duo Trio" and the "Dancing Dandies," local teen-age groups. Mayor Cook served as Toastmaster and Walter B. Cooper, Fort Collins, Colo., 1st Vice President of the National Auto Dealers Association, gave the address of the evening.

Art Sale Conducted Over Television

NEW YORK — A new aspect of the television age was inaugurated recently when 50 paintings and sculptures were auctioned in four cities simultaneously by means of closed circuit TV.

The sale added a total of \$871,850 to the Museum of Modern Art's 30th anniversary expansion fund. Nearly 4,000 art lovers seated before giant TV screens in New York, Chicago, Dallas and Los Angeles attended the mid-20th Century version of the American country auction.

New York, the nation's prime art market, accounted for \$751,850 of the successful bids for works of art donated to the museum for auction by collectors, dealers and artists, but bidding in other cities was extremely competitive.

When you want something done, ask a busy man.



Col. Ernie Niemeyer, Crown Point, Ind., (left) beams the happiness that stems from a successful auction as W. W. Logan (center), Lowell, Ind., implement dealer receives keys to an abandoned school building he has just purchased for \$4,500. Ray Fornburger, township trustee, is the gentleman handing the keys to the successful purchaser. Col Niemeyer has sold several school buildings, declared obsolete through consolidation, in his community. Ernie is a member of the Board of Directors of the National Auctioneers Association, Vice President of the Indiana Auctioneers Association and a talented entertainer as has been witnessed at past National Conventions. You'll want to meet him in Louisville in July.

Ten Auctioneers Conduct Auction

ST. PAUL, Nebr.—The machinery sale managed by Ellis Nelson was big in many ways. It was big in the number of listings, bidders and in the number of auctioneers. Selling started at 9:00 a.m. and continued to 7:00 p.m. Prices were somewhat lower than last year's sale. This was the last sale for the season.

Henry Rasmussen, auctioneer was assisted by John Galloway of Loup City; Dick Kane, Wisner; Col. Badge, Humphrey and Col. Cunningham, Fullerton.

In addition a selling contest was staged for amateurs with Don Dallegge of Hampton, winning first for \$10.00; Henry Wilson, Loup City, second for \$5.00. Others competing were: Charles Kemper, St. Michael; Marin Welty, Cairo and Leo Wolf, Ord. Ten auctioneers, in all is the greatest number to "cry" at any sale here.

Free coffee and donuts were provided by Auctioneer Henry Rasmussen from 9:00 a.m. to 10.

Judgment consists in detecting differences.

July 1960

By Col. B. G. Coats

Each year, as is the custom of nature, the season of summer arrives. This is the time of year for all things that are new and beautiful and exciting — flowers, beautiful trees and shrubbery, fields of wheat and corn, sea shore crowds, motorists and last but by no means least, conventions.

Each summer, as is our custom, we gather together in the name of the National Auctioneers Association to exchange ideas and participate in the warm fellowship of fine friends.

This year, A.D. 1960, will see our convention in Louisville, Kentucky, with headquarters at the beautiful Hotel Sheraton.

There will be prepared for your pleasure a program which will be enjoyable, stimulating and informative. There will be sessions on subjects of interest to every Auctioneer. There will be entertainment for all of us. There will be a complete special program for the ladies. There will be fine dinners where you will sit beside auctioneers that are specialized in every phase of auctioneering. This convention is going to be bigger and better than ever.

But all these are only plans. To realize them you and your family must be there. Remember that a convention is, by definition, a gathering of people for a common purpose. I cannot ask you to attend this convention, rather I urge you and your family to come and be a part of it.

Note the dates — note the place — plan to join the convention. It's bound to be better if you are present. The Hotel Sheraton will be our headquarters in the full sense. All activities which are not there will be connected with the hotel.

An attendance of 600 is anticipated, therefore you are advised to make your reservations now.

This promises to be a meaningful and memorable convention.

DON'T MISS IT!

British Government Bids For Rubens

LONDON — The British Government decided to make \$70,000 grant in a bid to keep the Rubens picture. "The Holy Family" in Britain. The painting has been bid for by the Kansas City (Mo.) Museum.

Sir Edward Boyle, Financial Secretary to the Treasury, said the grant would go toward the \$140,000 that the Walker Art Gallery of Liverpool has offered London art dealers for the painting.

The Government's reviewing committee on the export of works of art had deferred a license for three months to give British art galleries a chance to buy the work.

Sir Edward said, if the Liverpool offer was accepted, the Government would make the payment toward the purchase at once.

"What a new face courage puts on everything! A determined man, by his very attitude and the tone of his voice, puts a stop to defeat and begins to conquer."
—Ralph Waldo Emerson

Dayton Auctioneer, Clem Long, Featured in Convention Story

By DAVE BARNHART, STAFF WRITER
Reprinted from Dayton (Ohio) Journal Herald

There are sure to be some fast talkers at Louisville, Ky., July 14-16 including some from the Dayton area.

But don't be misled by the label "fast talkers." The occasion will be the annual convention of the National Auctioneers Association, which recently observed N.A.A. week.

And you know how those lads ramble on!

Clem Long, Dayton, Ohio, a member of the association and one of an estimated 16 licensed auctioneers in Montgomery county, said one of the organization's prime activities is to see that its fast talking members adhere to a rigid code of ethics.

Auctioneering plays a key role today in the marketing of many products. Long says, "But one bad job can really make it tough on the rest of us. That's why we put so much stress on honesty and integrity," he adds.

Then why all the fast talking, otherwise known as the auctioneer's chant?

Long maintains the chant is necessary to speed up the process of selling.

"You can go to schools to learn the fundamentals of auctioneering, but they don't teach you how to chant there. I used to stand in front of a mirror for hours just talking up a storm," he said.

Auctioneering has been traced back as early as 450 B. C. The Greek traveler, Herodotus, wrote of seeing women delivered into marriage to the highest bidder in Babylonian markets.

Although no women find their way atop the auction block hereabouts these days, some pretty unusual articles do turn up. Long counts among his oddest sales the auctioning off of a casket that went unclaimed after it was damaged in shipment.

"You can always tell when a man's well - informed. His views are pretty much like your own." — Louie Morris



Col. Clem Long describes an article he is about to sell.

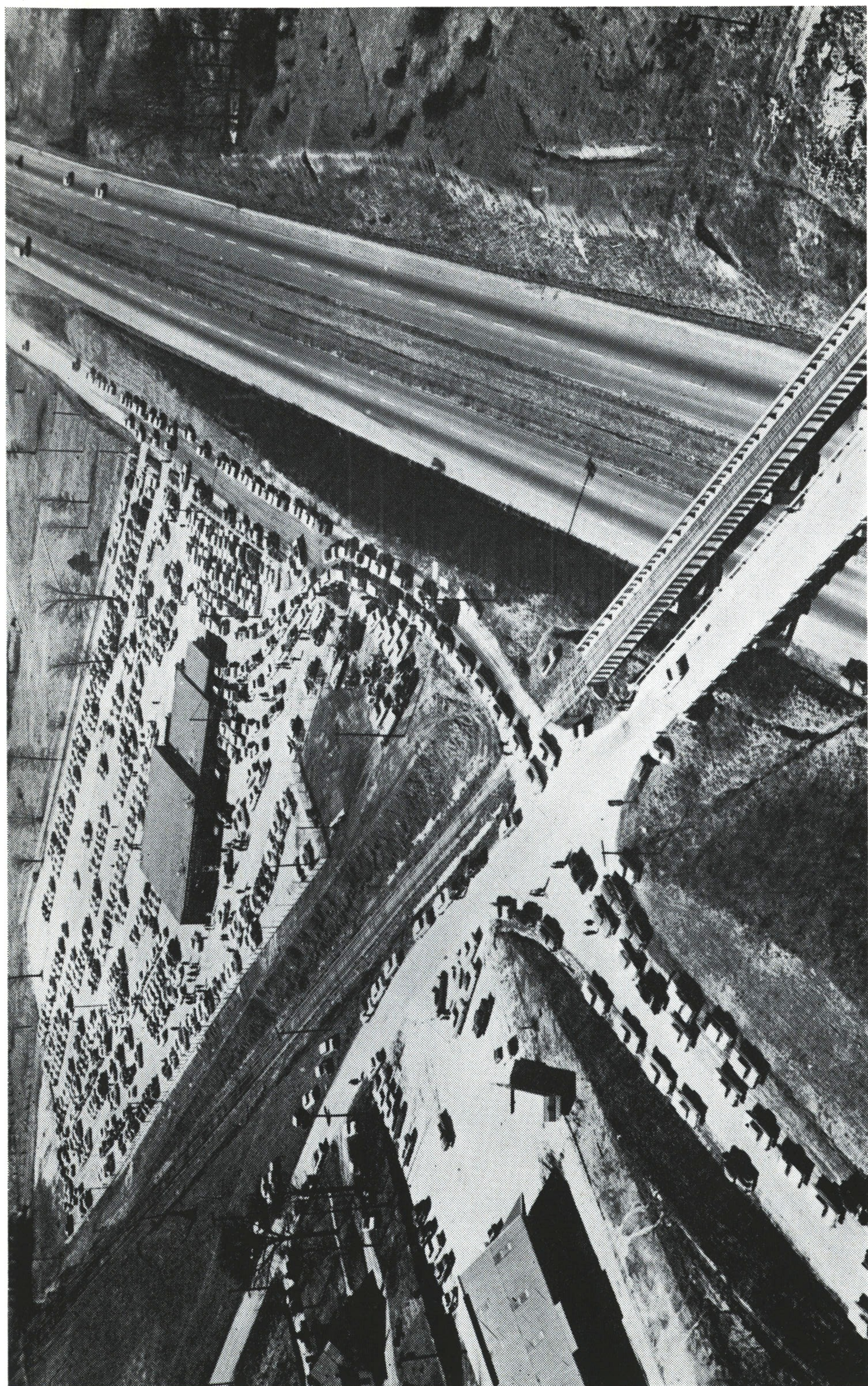
Hitler Watercolors Sold in London

LONDON—Two watercolors painted by Hitler when he was a young man were sold at auction, bringing \$1,680.

The paintings, street scenes of Vienna, were owned by Mrs. Monica Fischer, whose late husband had bought them from a Budapest art dealer in 1937 without knowing whose work they were.

After the sale, officials at the Sotheby Galleries announced that Mrs. Fischer was donating half of the proceeds to the fund for the World Refugee Year that Sotheby's was donating its commission on the Hitler pictures to the same cause.

Harold Mortlake, a book dealer made the purchase for the Marquess of Bath.



ON THE OPPOSITE PAGE

Pictured is the recently completed **HIGH POINT AUTO AUCTION**, located 2½ miles west of High Point, N.C., on super highways, 29 and 70. Owned and operated by two NAA members, Forrest and Robert "Red" Mendenhall, this Auction opened on February 9 with a new record for an opening day auction.

This is one of the first dual ring Auto Auctions in this area and has proven to be to the customers' liking. An average of nearly 500 cars per sale has been reported since opening day.

Historic Antiques Found in Basement

CAIRO, Egypt—Antiquities of historical value surpassing the fabulous treasures discovered in the tomb of Tut-Ankh-Amen have been found in the basement of the Cairo Museum, the widely circulated newspaper Al Ahram reported.

Museum officials did not know they were in the museum, the newspaper said.

The antiquities, dating to the Fourth Dynasty, belong to the mother of Cheops, who built the Great Pyramid 5,000 years ago, said All Ahram, and represent the biggest discovery of this early period of ancient Egyptian history — about 2,000 years prior to the reign of Tut-Ankh-Amen.

Nixon's Tie Sold At Student Auction

UNITED NATIONS, N. Y.—Secretary General Dag Hammarskjold and Vice President Richard M. Nixon have each supplied a tie for a cravat auction in Sweden to raise money to help refugees.

The tie auction was arranged by undergraduates at Sweden's Lund University. Mr. Hammarskjold sent a dark, somber-looking offering, typical of his taste in neckwear. It brought 500 kroner, or about \$100.

The Vice President's entry brought the same amount, but the bidding was enlivened by a "We Want Stevenson" chant from some of the students. The highest bid was for a tie supplied by Floyd Patterson, former world heavy-weight boxing champion.

Camels In Cairo

As the result of a new agreement between the United Arab Republic and the Sudan, camels cross from the Sudan into Egypt without payment of a tariff. However, in this Cairo market, haggling among traders over prices is in the old tradition. An average camel brings nearly \$100.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

A few lines to let you know that we are still plugging along up here in the Northern end of the state. I hope you haven't had any more mishaps like breaking your big toe or something. Please excuse me for kidding you like this.

I am busier than the dickens with this new Sale Barn project. I am the General Contractor and boy am I fussy. My sales in the old hay barn are very satisfactory although I don't get out to see the farmers like I should. I am sending a few clippings out of two local papers on my project and on the township schools I sold at auction.

This license law business is sure getting to be an issue. I hope these auctioneers analyze this thing a little before getting too outspoken on the matter. This law business is a ticklish thing especially when they can be changed or revised according to how much political pressure is used or how much money is behind an element to have control or personal advantages. This little incident that Senator Bainbridge discussed with us at the State Convention about a law he sponsored and helped pass almost cost him his re-election in our primary contest this spring.

We who believe in stronger organization with more emphasis on personal employment of a profession that has prestige and respect in a community should be prepared to prove our purpose. I hope there is a panel discussion on this matter because I feel that I am prepared to get in a debate on this issue.

Yours truly,
Ernie Niemeyer
Crown Point, Indiana

* * * *

Dear Bernie:

It is a real pleasure to be sending another year's dues. I'm also enclosing \$5.00 for my name to be published on the Booster Page.

I always enjoy "The Auctioneer" and read it from cover to cover.

All the best,
Ed Dean
Nashua, New Hampshire

* * * *

Dear Bernard:

This is really the first time we have had a chance to write and tell you of our formation of the Smith-Babb-Seaman Co. Real Estate and Auction firm. We, Van L. Smith, Richard W. Babb, and Frank Seaman established our new firm November 1, 1959 at 28 East Locust St.,

IN UNITY THERE IS STRENGTH

Wilmington, Ohio. We also have two full time salesmen in addition to ourselves in Wilmington. All of us were former members of Darbyshire and Associates, Inc., of Wilmington. Since that time we have purchased the C. E. Long Real Estate and Auction Firm in Jamestown and also opened offices in Xenia with three salesmen in those areas. Of the ten in the organization, five are auctioneers. We offer complete auction sale services for personal property and real estate in southwestern Ohio. The reception has been excellent, both in auctions and private treaty real estate. Many auctions are already booked for summer and fall seasons.

We are holding July 14, 15, and 16 open for the National Convention and are looking forward to seeing everyone there.

Enclosed is \$5.00 for the Booster column.

We enjoy the "Auctioneer." Keep up the good work.

Yours truly,
Van L. Smith
Dick Babb
Wilmington, Ohio

* * * *

Dear Sirs:

First of all let me tell you how much I have enjoyed the issues I have received of your publication "The Auctioneer." Your articles are most interesting and educational. I shall be looking forward to your next month's issue very much.

Yours truly,
Dave Webster
Port Credit,
Ontario, Canada

* * * *

Dear Colonel:

Enclosed is a check for my 1960 dues.

I enjoyed the Denver Convention last year. I got a lot of good out of it and was very much pleased to meet Col. Frank E. Fitzgerald of Bismark, North Dakota. He was a classmate and roommate of mine in 1917 at the Missouri Auction School in Kansas City. We had not seen or heard from each other since we went to school in 1917. I was very happy to see him and his wife and to learn that he was doing so well in the auction business.

The auction business has been good with me and also good to me. I hope

to see you all at Louisville, Kentucky the 14th, 15th, and 16th of July.

Thanks a lot for past favors.

Arthur R. Billliter
Harvel, Illinois

* * * *

Dear Bernie:

Enclosed is my check for \$5.00 for renewal for the Booster page.

We now operate as Wayne R. and Maude Posten, Auctioneers, East Stroudsburg, Pa., and have been so doing for over a year.

As far as I can learn my daughter is the only full time girl auctioneer in the state.

Expect to see you in Kentucky in July.

Yours truly
Wayne R. Posten
E. Stroudsburg, Pa.

Corner Stone Opened At Ebbets Auction

By Milton Bracker

The cornerstone of Ebbets Field was battered and pried open before about 300 sentimentalists who looked on with the expectancy of archaeologists before a Pharaoh's tomb.

The 1,100-pound slab had been placed on July 6, 1912. It contained a copper box filled with newspapers, baseball publications, personal cards, coins and credentials of the day.

But despite the massive protection of stone and metal, moisture had badly damaged the contents. Soggy pages, recording the doings of President William Howard Taft, Mayor William J. Gaynor, and the Brooklyn Superbas, tended to fall apart at the touch.

Between 11 A.M. and 1 P.M., a bewildering assortment of bricks, pictures, signs, bases, bats and autographed balls were sold amid much raucous bid-seeking and the exaggerated fall of a hammer. Most items sold for less than \$5. To show the altruism of the sponsors, flower-pots filled with infield dirt were given out free.

And to build up to the big moment, a trick hammer on a dummy block set off a real explosion in what was supposed to be the cornerstone. It turned out to be a box filled with five circus

clowns, including three midgets. All were wearing Dodger uniforms.

Some time ago, Edward A. Duval, a 63-year-old inspector for the Department of Water Supply, Gas and Electricity, wondered about the cornerstone. As a boy, he had been present on the misty ceremonial morning when Col. Charles H. Ebbets swore he'd never leave the new place until his team won a world's championship.

(Brooklyn finally did win one in 1955, thirty years after Colonel Ebbets died, and eleven years after the death of his son. The Dodgers repeated last year—in Los Angeles.)

The Kratter Corporation acquired the site and will build a \$22,300,000 housing project on it. On the right-field side of the rotunda, set vertically in the wall, company officials found a grim block merely inscribed EBBETS FIELD—1912. But it took Mr. Duval's memory to prod them to a little research. This led to the auction and the opening of the stone.

It was then recalled that auctioneer Saul Leisner had already "sold" the stone to Warren Giles, president of the National League. In absentia, Mr. Giles had bid \$600. It had been explained that he intended to bequeath the stone to the baseball shrine at Cooperstown.

Workmen scooped up the remains of the stone and its contents, Mr. Duval, portly and gray, stood quietly. He was looking, but in vain, for others of the "old faces."

Officially, the proceeds (including the \$600 and other pledges) were estimated at \$2,300. The goal is a Little League stadium close to what had been the realm of Zach Wheat, Dazzy Vance, Hank DeBerry, Babe Herman, Roy Campanella, Jackie Robinson, Pee Wee Reese.

ANYTHING ELSE?

Most magazine editors are affable people who like to accomodate subscribers. One editor, however, felt the following letter was asking too much:

"Dear Sir: Last year you printed an article, at least I think it was in your magazine, that interested me very much, but I have forgotten what it was. I lost my notes on the subject and can't find the magazine. Will you send me another copy of same, if it was your magazine?"

Post Tavern Auction In Battle Creek

BATTLE CREEK, Michigan—The Post Tavern, noted throughout the country, closed its doors on Saturday, April 30th, never to open to the brilliant history of the past. The old part of the Post Tavern is to be razed and the newer part will undergo a most extensive modernization program. Space now occupied by the older section will be used as a parking lot for the guests after reopening.

Host to many thousands in the past including celebrities, Presidents and people from all walks of life who upon entering the palatial lobby of the establishment stared in amazement at the beautiful oil paintings collected by the late C. W. Post, that decorated the walls of the first floor and the main dining room. One hundred and thirty-two of the oil paintings will be disposed of at public auction together with 126 rooms of hotel furnishings.

The palatial suite of nine rooms occupied by the late C. W. Post, and furnished with exquisite furnishings and objects of art collected from all parts of the world will also be sold. They include bronzes, marbles, crystals, wood carvings, Oriental rugs, library of approximate 2000 volumes, gold and marble pedestals, gold door knobs, gold clothes hangers, collection of paperweights, ivories, porcelains, original Chippendale furniture, three Grandfathers clocks, candelabras in gold and marble, bronze and marble busts and statues, tapestries, glassware and china.

A preview of the offerings will be held on Sunday, June 5th, between the hours of 11:00 A.M. and 9:00 P.M. at which time there will be an admission charge of \$1.00 per person to view the fabulous apartment collection. The proceeds will go to Battle Creek charities.

The sale will be held on June 9th, 10th and 11th, starting each day at 10:30 A.M. and will be held in the main dining room of the Post Tavern, and will be under the direction of Col. William O. Coats, of Union City, Michigan and Col. B. G. Coats, of Long Branch, New Jersey, both members of the National Auctioneers Association.

Why You Should Not Attend The National Convention

By Col. B. G. Coats

Over the past several months you have been attacked by various forms of advertising for the convention to be held in Louisville, Kentucky, July 14-15-16. Every month you have read a full page ad telling you when and where the convention will be held.



Blandishments on the subject have occupied valuable space in just about every number of "THE AUCTIONEER" since last September. I hope that you have yielded to this onslaught and have made plans to come. If so, your decision is very pleasing to our host, the Kentucky Auctioneers Association, and everyone looks forward to spending three wonderful days with each other. If not, bear with me please, for a few more words of pre-convention chatter.

Since you are really having trouble making up your mind to be with us at convention time, I thought it might help if a few good reasons were recited as to why you should stay home and read about the whole affair in "THE AUC-

TIONEER." The Editor is perfectly willing to be fair with you and give you the whole picture. I admit that our convention, wonderful as it promises to be, may still not be quite perfect. Ever attend a convention of any kind that was? So here are a few good justifiers of non-attendance:

1. If you are not interested in Auctioneering and your profession, better stay home. It might be difficult to avoid the discussion that is bound to follow the many discourses panel discussions, etc., when so much unpublished research is presented.

2. If a crowded constructive convention program and entertainment tends to make you nervous, better stay home. The activity will probably be too intense for anyone to take time out to soothe you.

3. If you think you would be bored stiff by a program designed and presented for every Auctioneer, better stay home. Every word of such a program is filled with meaning and ideas and all would prefer not to be distracted by your snoring.

4. If you find constructive ideas and pleasant clean entertainment dull and depressing, better stay home. Every phase of the convention program is difficult to avoid, but if you know it all, better stay home.

5. If you get irritated by the presence of wonderful people, by all means stay home. Fellowship with friends who share in our great profession is always the continual highlight of our conventions, and this one will be no exception.

6. If you offer any of the above as a reason for not attending, better examine yourself as there is something wrong with you.

There you have it — a glimpse into the dreariness and pain that will be yours if you come and share the convention. If, in spite of all this, you decide to join the hundreds of others from all parts of the

country, well, don't say you were not warned.

Seriously, come one, come all. If you haven't made reservations yet, get them in at once. COME TO LOUISVILLE in JULY and you will receive your biggest dividend of the year. Speaking of dividends, a young Auctioneer came up to me at the Denver convention and said, "I have only been auctioneering three years and before I became a member of the National Auctioners Association my knowledge of auctioneering was practically nil. I have attended the last three conventions and the many interesting and inspiring talks, private chats with my fellow auctioneers and the many instructive articles appearing in "THE AUCTIONEER" have aroused my interest and have kept it steadily growing." Dividends are yours but one has to invest.

Marketing Congress Invites Attendance

Creating increasing interest and growing enthusiasm in industry circles across the nation is the approaching third annual national "Livestock Marketing Congress" to be staged at Lexington, Ky., on June 22-23-24-25.

The outstanding event, sponsored by the progressive, rapidly expanding National Assn. of Livestock Auction Markets, is a national forum and program planned and presented by the auction market industry leadership to develop comprehensive information on all aspects of livestock marketing by owners of the nation's public livestock auction markets, livestock producers, agricultural college educators, extension service leaders, meat packers, livestock dealers, market agencies and other segments of the industry.

Further stimulating interest and attendance—which strongly promises to smash all previous records — will be three other stellar events which are included in the entertainment and business information-packed four-day agenda of the 1960 "Livestock Marketing Congress."

First, the big second annual "Continental Sweepstakes Cattle Sale," to be unreelied at Blue Grass Stockyards, Lex-

ington, on June 25, which will feature thousands of head of all breeds and classes of cattle and calves in carlot entries from all sections of the nation. Consignors to the big 1960 sale—one of the most sensational selling-at-auction extravaganzas of the year—will be "Nationally Certified" livestock auction markets and eligible dealers who subscribe to the business standards and principles of the National Livestock Dealers Assn.

Second, the 13th annual convention of the National Assn. of Livestock Auction Markets which will include market men from practically every state in the nation, including leaders of the 37 state trade associations affiliated with the NALAM.

And third, the noteworthy first annual convention of the National Livestock Dealers Assn.

The first "Livestock Marketing Congress" was staged under sponsorship of the National Assn. of Livestock Auction Markets at New Orleans three years ago. It was a tremendous success and received enthusiastic and approving plaudits of both auction marketmen and the livestock public. The second "Congress," staged last summer at Cedar Rapids, Iowa, was similarly successful and enjoyed a very substantial increase in attendance.

Certainly, the "Livestock Marketing Congress," the only national event of its kind and scope staged in the nation, is a great credit to the progressive, constructive thinking and dynamic leadership of the forward-moving and fast-growing National Assn. of Livestock Auction Markets.

There is little doubt but that the 1960 "Congress" to be staged a few weeks hence in picturesque Lexington, in the heart of Kentucky's lush blue grass country, will again be eminently successful both in attendance and in the excellence of its program and presentation.

On the basis of reports covering the first quarter of this initial year of the challenging new decade of the golden 1960's, it is apparent that the nation's livestock auction market industry will enjoy its greatest 12-months of volume, stepped-up efficiency in service, new construction and modernization of facilities to better serve and to better satisfy the livestock public whose confidence and

IN UNITY THERE IS STRENGTH

patronage has rapidly built and expanded the industry.

Auction marketdom has, within the short span of a fleeting quarter century, grown to gigantic proportions. It has been transformed literally from a "country bumpkin" into a powerful and publicly popular giant.

Adding impetus to rapid recent gains of the industry in every section of the nation have been many important stimulating factors. To recite, briefly, just a few:

The industry's formation and adoption of a "Code of Business Standards" setting forth constructive and ethical principles which attest to the integrity, character and progressiveness of the modern industry, its dynamic leadership and its dedicated members.

The coveted status of "Nationally Certified" which is selectively and exclusively accorded those markets who participate in and support industry activity and who conscientiously subscribe to the "Code of Business Standards" of the National Assn. of Livestock Auction Markets.

A continuing trend of new market operations—all resulting in the most maximum possible service to the livestock public.

Greater responsibility and initiative in broadening the scope of service to the livestock public in individual local areas through application of the most modern techniques of merchandising and promotion to auction market operations. Arranging for imported consignments from other and even distant areas which consist of the kind and quality of animals demanded by markets customers for slaughter, feeding or restocking purposes is one of the most important services. And equally vital is each market's expanded effort to better merchandise consignments of local producers not only for area buyer demand but to develop greater bidding competition by drawing more buyers from outside its own basic territory. All this responsibility and initiative to further improve market service, to assure the very "top dollar" for its producer customers, large and small.

The registration and bonding of the nations livestock auction markets under the Packers & Stockyards Act, U. S. De-

partment of Agriculture, is another step forward for the industry which adds to its prestige and emphasizes the integrity and responsibility of each market. Coincident with Congressional action in amending the P&S Act to broaden its provisions to cover all livestock auction markets came accelerated activity of the industry's own Livestock Market Council. The Council, the key policy-making body of the national association and its 37 affiliated state bodies, has already demonstrated its value and importance as an instrument of effective service to both the auction market industry and the livestock public which it so faithfully serves.

Yes, America's auction market men have just reason for pride in the progress of their industry—individually and collectively.

And their 1960 "Livestock Marketing Congress" is another dynamic example of their sincerity, their unity, their leadership and their purpose.

The "Congress" deserves the support and active participation of every market owner. Make your plans now—make your reservations NOW—to attend this spectacular event at Lexington, Ky., on June 22-23-24-25.

Truly for you—for your family—the 1960 "Livestock Marketing Congress," hosted by hospitable Kentuckians, will be an outstanding business and fellowship that will bring you untold benefits in broadening your business thinking and in offering unforgettable and enjoyable entertainment. Meet us—meet all your friends and industry associates—in Lexington, Ky., on June 22-23-24-25. We urge you — we invite you!

DIRTY BIRD

A man finally bought a parrot at an auction after some spirited bidding. "I hope the bird talks," the buyer said to the auctioneer.

"Talk?" asked the auctioneer. "He's been bidding against you for the past ten minutes!"

"Nothing splendid has ever been achieved except by those who dared believe that something inside them was superior to circumstances.

—Bruce Barton

Cols. Hinkley and Beam Sell Surplus

(Reprinted in part from Changing Times)

A crowd of nearly 2,000 people gathered not long ago around a raised platform in one end of a Philadelphia warehouse. Facing the group, gavel in hand, stood auctioneers "Friendly Fred" Hinkley and "Smiling George" Beam. The rules had been explained, the goods in the other part of the warehouse had been inspected.

Col. Winfred Hinkley, Sr., a past-president of the New Jersey State Society of Auctioneers, has been a member of the National Auctioneers Association. Col. George Beam, who is also a member of the New Jersey Auctioneers, is a former N.A.A. member.

"Now, boys," shouted Friendly Fred, "Item A is a jeep. You could use it for hunting, fishing or farm work. Cost to the Navy, eight hundred and forty-six dollars. Who'll give me three hundred? Ah, three hundred I have, who'll make it a half . . . That gentleman there . . . Now seventy-five . . . And four hundred . . . four hundred I have, who'll make it four and a quarter? Going once. Going twice. Sold for four hundred to the man with paddle number two oh eight three.

A murmur ran through the crowd. "Two sixty-five is about the right price for one of those things," said a tall, mustached man. "If it's been near salt water, the engine may be frozen up and you'll have to tear it down. Put in about two hundred dollars' worth of work and you can resell it for five-ninety-five retail."

But Al Dollceamore, a shoe manufacturer from Drexel Hill, Pa., and holder of paddle 2083 was not concerned. "I do a little horse trading," he said, "and I'll use the jeep to check my fences."

On chanted Friendly Fred, relieved from time to time by Smiling George. Between them they had to auction off that day goods that originally cost the U.S. Navy more than \$800,000. And most items were to be sold individually, not in lots of a dozen or a hundred or a gross. As the sale progressed, this is

what happened.

A director of TV promotions managed to buy for \$47.50 an unused pair of 7 by 50 binoculars with an original price tag of \$118. He wanted them for watching track and field events.

A watchmaker bought fourteen used wrist watches and two stop watches for \$7.50 each and a chronometer watch for \$30. He planned to fix up the wrist and stop watches and resell them for perhaps \$12 apiece. The chronometer he would use as his shop timepiece.

A steelworker bid in a used Underwood typewriter with an 11-inch carriage for \$27.50. He thought it would help his daughter do her high school homework.

A refrigerator supply wholesaler paid \$55 each for three used adding machines.

A dealer in motors, generators and scrap paid \$75 for a used fog generator which he planned to sell in some New Jersey community for use in mosquito control.

A third mate of a seagoing oil tanker bought one lot of 24 assorted used typewriters, paying \$10.00 apiece. "I have a friend who owns a gas station up in Jersey," he explained. "I'll mark up the price and put them on display and in a couple of days I'll have them sold."

Other items that you could have bought had you attended this particular sale were a railroad crane (for \$8,100), chain hoists, boat engines, double bunk beds, men's unused khaki trousers and women's unused brown leather pumps.

Why are the Army, Navy and Air Force continually junking stuff that other people think is usable? Here's the answer.

The Military owns about \$117,000,000,000 of goods, not counting real estate. The largest item is the Navy's fleet; second is the Air Force planes; third is the Army's tanks, trucks and other vehicles and armament. Then come millions of items such as guns, radios, cooking utensils, uniforms, snowshoes and what not. Most of this is hardware, less

than 5% being soft goods such as blankets, brooms and tents.

All equipment constantly is wearing out or becoming obsolete. American soldiers and sailors are getting bigger, so there is less demand for smaller sizes of uniforms bought years ago. The result is that the military buys about \$17,000,000,000 of new equipment each year and sells off an amount that originally cost \$10,000,000,000. The acquisition figure is large partly because all prices have gone up and partly because military hardware has become more complicated and expensive.

Surplus is continually being offered by the Army, Navy, Air Force and Marine corps, mostly through the various bases and posts scattered around the country. The biggest part is sold by the sealed-bid method to interested dealers.

Sometimes small quantities of consumer-type items are sold at spot bid sales locally. Here and there a military post may operate a little retail store that sells direct to the consumer, a price tag on each item.

Then there are auction sales, which are the most interesting to attend. Not long ago the Army held a tremendous closed-Circuit-TV surplus sale that linked the auctioneer with buyers in half a dozen cities.

Some time ago a buyer of surplus bought a lot of horse gas masks, surplus from World War I. Maybe that doesn't sound smart, but listen to what he made out of the various components: tool carriers, rifle slings, thermos containers, school bus defrosters, hose for deep-sea divers, leggings, and motorcycle saddlebags.

You see the fascination of it. But here's a word of caution. If you do go to a surplus auction, be careful how you wiggle your numbered identification paddle. A chap with only a casual interest in the proceedings waved to a friend and found he had bought a used fork-lift truck for \$1,500.

Often, when spontaneously bestowing a friendly smile upon a lonely person or a word or deed of help and encouragement to one in distress, we have been wondrously rewarded by such an inner satisfaction as a fortune in dollars could not equal. Indeed we are blessed when we give, unselfishly, and in love.

Johnsons Conduct Brownie Auction

Bob and Betty Johnson, husband and wife auctioneering team of Martinsville, Ind., for the second consecutive year conducted an auction for Brownie Troop No. 859. This Troop, located in southwest Indianapolis, uses this means of raising money to finance their overnight outing and with the help of the Johnsons have been most successful.

Bob and Betty have been active NAA members and supporters for several years, and on May 14, opened their own furniture and merchandise auction in Franklin, Ind.

Iowa Auctioneers Hold Spring Meeting

By Col. B. J. Berry, Secy-Treas.

The spring meeting of the Iowa Auctioneers Association was held at the Savery Hotel in Des Moines, April 24. Iowa's Governor Herschel Loveless and Mayor Carlson of Des Moines were guest speakers.

Fried chicken was served and a good dinner was had by all who attended. The business meeting was held after dinner. Plans were made for a two-day convention of the Iowa Auctioneers to be held at Carroll, Iowa, the last Saturday and Sunday of October.

FOREIGN AID GOES TO POT!

A tribe in Africa was having a terrible time with its food supply because of bad crops. The natives went to the chief who said:

"What we'll do is send a telegram to the Russians telling them that we are having agricultural problems and need their assistance. They will send us seeds and tractors and 100 young technicians to help us.

"Then we will send a telegram to the United States telling them that the Russians are sending us seeds and tractors and 100 technicians."

"This will make the U. S. send us seeds and tractors and 200 technicians.

"When all the technicians arrive," the chief said, "we'll eat them."

Stock Prices Set By Auction Principle

Q. I have been watching the stock of a small power company for about a year. The market price of this stock has twice been as high as \$19 a share. It has been as low as \$16 a share. Why would anyone buy it at its high price, when it was possible to purchase it on a different date at a lower price?

A. This, to many readers may seem to be a foolish question. But, it shows that many others don't understand the method by which market prices of stocks are arrived at.

Nobody controls the market prices of stocks. Those prices are determined by the auction market principle. If there is strong demand for a certain stock, the price of that stock will rise. If the demand eases off, the price will fall.

The buyers and sellers of stocks may have pretty firm ideas about the future price performance of stocks. But they don't know for sure.

So, the answer to this question is that this particular stock attracted buyers at \$19 a share because those buyers had no way of knowing that the price of the stock might dip. They undoubtedly felt the price would rise.

Even when the price of a stock does fall (as happens to all stocks from time to time) the majority of stockholders aren't too worried. Most investors are in for the long haul.

Q. Suppose the stock of a certain company is being bought and sold on a stock exchange at the rate of thousands of shares every business day. Isn't this a lot of bother for the company?

If the company has to keep a record of all the new stockholders and cancel out the ones who have sold, it would seem to me that the company would have more people working in that department than in any other.

A. These chores aren't nearly as difficult as you seem to think. They are normally handled by a "transfer agent." The transfer agent keeps a record of the name and address of each registered shareholder, the number of shares owned and sees to it that stock certificates presented for transfer are properly can-

celed and new certificates issued in the name of the new registered owner.

While most companies hire banks, trust companies or other firms equipped for that kind of specialized work, some companies do act as their own transfer agents.

Q. Can you give me some idea about what the cost would be for investment advisory service on an account of about \$1.5 million.

A. This query is a change of pace from those normally appearing here. But it is interesting — even to the vast majority of readers who don't have that kind of money. I'm glad you said "some idea." These fees do vary, somewhat.

However a good yardstick for annual charges on an investment management account (by a major bank) is one-half of one per cent on market values up to \$500,000; four-tenths of one per cent on the second \$500,000; three-tenths of one per cent on the third \$500,000, and two-tenths of one per cent on values in excess of \$1.5 million. The minimum fee is \$500 a year.

Hawaii Fish Auction Attracts Visitors

The fish auctions that take place every weekday morning on the Honolulu water-front provide a good chance to see a time-honored, sometimes exciting facet of working life in the islands.

The fishing boats unload at Pier 15, Pier 17, and the Kewalo Basin.

Auctions are generally held at Pier 15 on Nimitz Highway at the foot of Maunakea Street, and two blocks away at the Market Place, 218 North Queen Street at the intersection with College Walk.

The size of the incoming catch determines whether or not both auctions will be held.

At Pier 15. Fishing boats unload about 5:30 A.M. You can watch the 150-pound tuna hoisted onto the docks from the boats, then onto the large, black scales.

As the weighing goes on, you'll see the bidders gathering, talking among themselves, occasionally sipping a cup of sake, laughing and joking in the early light.

At about 6:45 a man moves through

IN UNITY THERE IS STRENGTH

the crowd ringing a small bell, and the auction begins. Moving from fish to fish about 12 to 15 wholesale market buyers bid on each one. Some of the bids are quick, off hand gestures; many are in pidgin English, and the auctioneer's chant is barely understandable to the unaccustomed ear. You may be able to follow the prices he calls if you listen closely. The auctioneer appears never to miss a snap of the fingers or a flick of the hand.

He moves quickly down the row and behind him come several helpers, cleaning the fish that have been bought.

The auction ends abruptly. The fish are being hauled off, the buyers move on, a man in rubber boots is hosing down the floor, and by about 7:45 the auction room is all but empty.

The Market Place. When the auction at Pier 15 is over, you may still have time to see much of the longer auction

at the Market Place. Here, in addition to the larger fish—tuna, marlin, and mahi-mahi — bidding takes place for buckets and tubs of brilliantly colored small fish—red, pink, or striped snappers, apupu, squirrel fish, mackerel, and eels.

Now you can also walk through the retail section, where girls (and sometimes whole families from grandma on down) are arranging fish on the counters. Most of the edible fish of the islands are here, as well as small sacks of fresh poi, oriental smoked and dried meats, shell fish, and even large bundles of ti leaves in which many Hawaiian dishes are wrapped for cooking. Notice, too, the kama-boko factory, where Japanese fishcakes are made.

By the time you leave the Market Place to get some breakfast, the sun will be growing hot, and the first customers are coming in to shop for tonight's dinner.



Col. Ernie Niemeyer describes himself as his own contractor as he operates bulldozer in preparing building site for his new Livestock Auction Pavilion west of Lowell, Ind., at the north junctions of highways 2 and 41. The building will be of pole construction with dimensions of 60 x 160. Seating capacity will be 400. Construction is now under way and the Niemeyers hope to have it completed in September.

KEEP YOUR AUDIENCE LAUGHING ALL THE WAY

WITH

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You Are All Invited to Visit Our Hospitality Room During the Convention July 14, 15, 16, Sheraton Hotel

These Instructors will be there:

R. E. "Bob" Musser, Cody, Wyoming
James "Jim" Messersmith, Jerome, Idaho
Brad Wooley, Pine Bluff, Arkansas
Jack McVicker, Garden City, Kansas
Bill Tinnin, Meridian, Mississippi
Jack Foust, Amarillo, Texas
Warren Smith, Williston, North Dakota
R. J. "Bob" Thomas, Billings, Montana
W. J. "Bill" Hagen, Billings, Montana
and others.

WESTERN COLLEGE OF AUCTIONEERING

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Directory of State Auctioneers Associations

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President: Howard Roland,
1208 Main St., Grand Junction
Secretary: Lyle D. Woodward,
2942 S. Cherry Way, Denver

Illinois State Auctioneers Association

President: John A. Carr, Macon
Secretary: Charles F. Knapp, Cissna Park

Indiana Auctioneers Association

President: Roy L. Crume, Rt. 2, Kokomo
Secretary: George W. Skinner,
6171 N. Meridian St., Indianapolis

Idaho Auctioneers Association

President: Paul L. Owens,
2900 Main St., Boise
Secretary: Arvin Spofford,
302 S. Garden St., Boise

Iowa State Auctioneers Association

President: Glen Anderson, Gowrie
Secretary: B. J. Berry, 3104 Avenue M,
Fort Madison

Kansas Auctioneers Association

President: Gene Watson,
2001 N. Jackson, Hutchinson
Secretary: C. E. Sandeffer,
1401 Lane, Topeka

Kentucky Auctioneers Association

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112 N. Church St., Cynthiana
Secretary: Martha Kurtz, Sturgis

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Secretary: Garth W. Wilber,
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THE LIGHTER SIDE . . .

SOAKING IT UP!

While campaigning in a rural section of the Midwest for a Congressional seat, a politician ran into an unfriendly crowd at one stop, and halfway through his speech was suddenly pelted with tomatoes and over-ripe fruit. His presence of mind, however, did not fail him, and his next remark as he wiped the missiles off his face and shirt front turned boos into cheers.

"My critics," he said jauntily, "may not think I know much about farm problems—but they'll have to admit I'm being a big help with the farm surplus!"

MISUNDERSTOOD

"There, now," said the big shot as he and the chorine he had just married came within sight of Niagara Falls. "Didn't I tell you that if you'd be my wife you could look forward to the biggest cataract you'd ever seen?"

"Cataract?" she screamed. "I thought you said Cadillac!"

LOGIC

A college professor of logic was attempting to teach his young son the principles of clear thinking and the necessity for defining all terms. He pointed to a wall clock which had just struck the hour.

"Now, if I were to take a hammer and smash that clock," he said, "could I be arrested for killing time?"

"No," said the lad without a moment's hesitation. "It would be self defense."

The professor frowned, "How do you figure that out?"

"Because," answer the boy, "the clock struck first."

PAD DECORATION

A beatnick lived in a shabby room with only a bed and a single rickety chair. One night a fellow beatnick dropped by and noted two magazines lying on the floor. "Whadja do, man," he asked, "hire a decorator?"

FEARING THE WORST

Dad: "Daughter, while you were out, some chap named Charles called and asked to speak to 'Hot Lips.' Later a guy named Len and then one named Arnold and finally one named Bruce, and they all wanted to speak to 'Hot Lips'—now, daughter, I'm afraid I must asked you a very serious question."

Girl: "Yes, Dad?"

Dad: "Have you been smoking?"

GENIUS, NO LESS!

They were talking about how difficult it was to save money these days. Someone recalled what the thrifty old Yankee said when told that a certain industrial tycoon had left a fortune upward of \$100 million.

"One hundred million dollars!" was his awed exclamation. "My, he must have had an awful savin' woman!"

LOOKING AT HER!

A young woman political worker was helping to take a pre-election poll of the voters.

"May I see the gentleman of the house?" she asked of a large woman who opened the door.

"No," you can't," answered the woman.

"But I want to know the party he belongs to," pleaded the girl.

"Well, take a good look at me," she said sternly. "I'm the party!"

NO EXPERIENCE

Paddy, who was eager to obtain work, went to the employment exchange.

"Anything this morning?" he asked the clerk.

"Yes," said the clerk, after consulting his books, "there's a job at the Eagle Laundry. Do you want it?"

Paddy shifted uneasily from one foot to another.

"Well," he said, "it's like this, I really want to work bad, but the fact is I ain't never washed an eagle."

IN UNITY THERE IS STRENGTH

TOO MUCH IN COMMON

Among the visitors at the City Zoo were a gentleman and his cousin from the mountain country. The grizzled mountaineer stood spellbound, as he viewed the elephants, giraffes and various other animals and birds. It was with reluctance that he left one cage to go to another.

As they came to the monkey cage, however, our friend paused for only a moment, then hastened away.

"What's the hurry?" asked his companion, who loved to watch the monkeys.

"I didn't mind a lookin' at the elfants and such," he said, "but these—wal, they were a-lookin' at me!"

PUNGENT

"I've said the poor are welcome in this church," said the minister, "and I see by the collections they have come."

THAT'S FOR SURE

Bettor—I just saw you give that horse a shot with that big hypodermic. Is he going to win today?

Stable Hand—Well, I don't know if he's to win but you can bet he'll be the happiest horse in the race.

NOT LIKE MOTHER MADE

New Bride—I have a surprise for you. I baked my first pie.

Husband—Good heavens, it's 2 feet long!

New Bride—Of course, dear, it's rhubarb pie.

GOLDEN OPPORTUNITY

Jane — I'd like to be a stewardess on a plane. You meet so many men that way.

Jill — But there are so many other jobs where you can meet men.

Jane — Maybe so. But not strapped down.

WHICH IS SHE?

Husband: "It says here that the silliest woman can manage a clever man, but it takes a very clever woman to manage a fool."

Wife: "Why, thank you, dear; that's the nicest compliment I've had today."

MUTUAL HELP

"Dad, I've finished your income tax assessment. How are you getting on with my homework?"

DEHYDRATED

Two cannibals met in an asylum. One was tearing out pictures of men, women and children in a magazine, and eating them.

"Tell me," said the other, "is that dehydrated stuff any good?"

QUIZ KID

Sunday School Teacher—Lot was warned to take his wife and flee out of the city, but his wife looked back and was turned to salt.

Little Willie—What happened to the flea?

THRIFTY!

A Scotsman was leaving on a business trip and said, "Goodby all, and dinna forget to take little Donald's glasses off when he isn't looking at anything."

SWEET TALK

First woman, reaching for a second helping of dessert: "You know, I've just got to watch my waistline."

Second woman: "How lucky you are to have it right out there where you can."

EMERGENCY

"And this baby's name?" quieried the minister at baptismal services.

"John Peter Charles Robert Wilberforce Tenningwell" replied the proud father.

The minister whispered quickly to an assistant, "More water, please."

HOW TO REDUCE

Freshman: "I'm going on a diet. I think if I skip a few meals I'll look and feel a lot better."

Roommate:: "Yeah, I'm broke, too."

GOOD BACK-TRACKER

Two explorers were deep in the jungle. "Look. Here's a lion's track," exclaimed the first.

"That's great," replied the second. "You discover where he went, and I'll try to find out where he came from."

\$128,800 For Rare Diamond In England

LONDON — A rare unmounted pink diamond weighing 36.64 carats was sold at auction for \$128,800.

The diamond, believed to be the largest of its kind ever offered at public sale in Britain, brought the total proceeds of a jewelry sale at Sotheby & Co. to \$524,977.60.

Described only as "the property of a gentleman," the cushion-shaped diamond offered today was bought by Van Cleef and Arpels, a London jewelry house. The same dealer also bought an oblong sapphire of 44.83 carats for \$21,500 and a pair of canary-colored diamonds weighing 11.45 carats each for \$10,640.

Oxnard, Calif., News: "Power-hungry bureaucrats with control of our tax dollars pour our money down an ever-increasing stream of non-essential federal programs which give them control over vast areas of government activity. Of course, the taxpayer pays the bill."

Gene Meihsner, production man for Caldwell, Larkin, et al., collects slogans. His latest:

"The hurrier I go, the behinder I get."

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DEPRESSION RANCH ESTATE AUCTION

Collection of the late EZRA E. KAUFFMAN, and the Real Estate Comprising "DEPRESSION RANCH," Cuyahoga Falls, Ohio, located eight miles northeast of Akron, three miles west of Tallmadge, Route 532 to Loomis Avenue, then one block south, Cuyahoga Falls, Ohio.

JUNE 15 AND 16, 1960

REAL ESTATE, BELLS, MUSIC BOXES, TOOLS and FURNITURE—all sells on Wednesday and Thursday. Wednesday starting at 1:00 p.m., afternoon and evening sessions—Thursday at 10:00 a.m. and continuing until sold — Friday if necessary — Real Estate to sell the first day.

REAL ESTATE AND CHATTELE

317 foot frontage on Loomis Avenue, 185 feet in depth, Ranch type structure, 226 feet in width, various depths to 65 feet . . . 13 entrances on 13 different elevations . . . Contains 16 different fire places. It has two water falls bubbling over rock gardens on the inside . . . Huge recreation rooms provide recreation of many sorts . . . Indoor sunk pool with king size gold fish. Property contains many rooms . . . Five room apartment at one end affords two family living . . . Much of the Remainder is like a museum filled with strange and interesting items . . . West end of home serves as a suite of offices with two stall garage and work area. Also has 45x26 work shop area . . . Property heated with gas and has all city utilities . . . The entire structure is surrounded with trees, with magnificent area to rear . . . The real estate blends itself to many uses . . . Must be seen to appreciate the uniqueness of it. Will be shown by appointment prior to sale day.

—Verna F. Starts, Administratrix, Estate Of E. E. Kauffman

SATURDAY, JUNE 11 — 1:00 P.M. — 185 acre farm, Ashland County, Ohio, under contract to sell to the highest bidder, no reserves.

SATURDAY, JUNE 25—12:00 Noon—160 acre dairy farm, Portage County, Ohio. New brick home. Sells to high bidder, no reserves. Also herd of 40 registered Holsteins, Ragapple breeding, and all farm machinery.

SATURDAY, JULY 9—12:00 Noon—100 acre farm, Stark County, Ohio. Ultra modern poultry operation plus 2 barns for beef and hogs. Selling without reserve in addition to all equipment and 5,000 laying hens.

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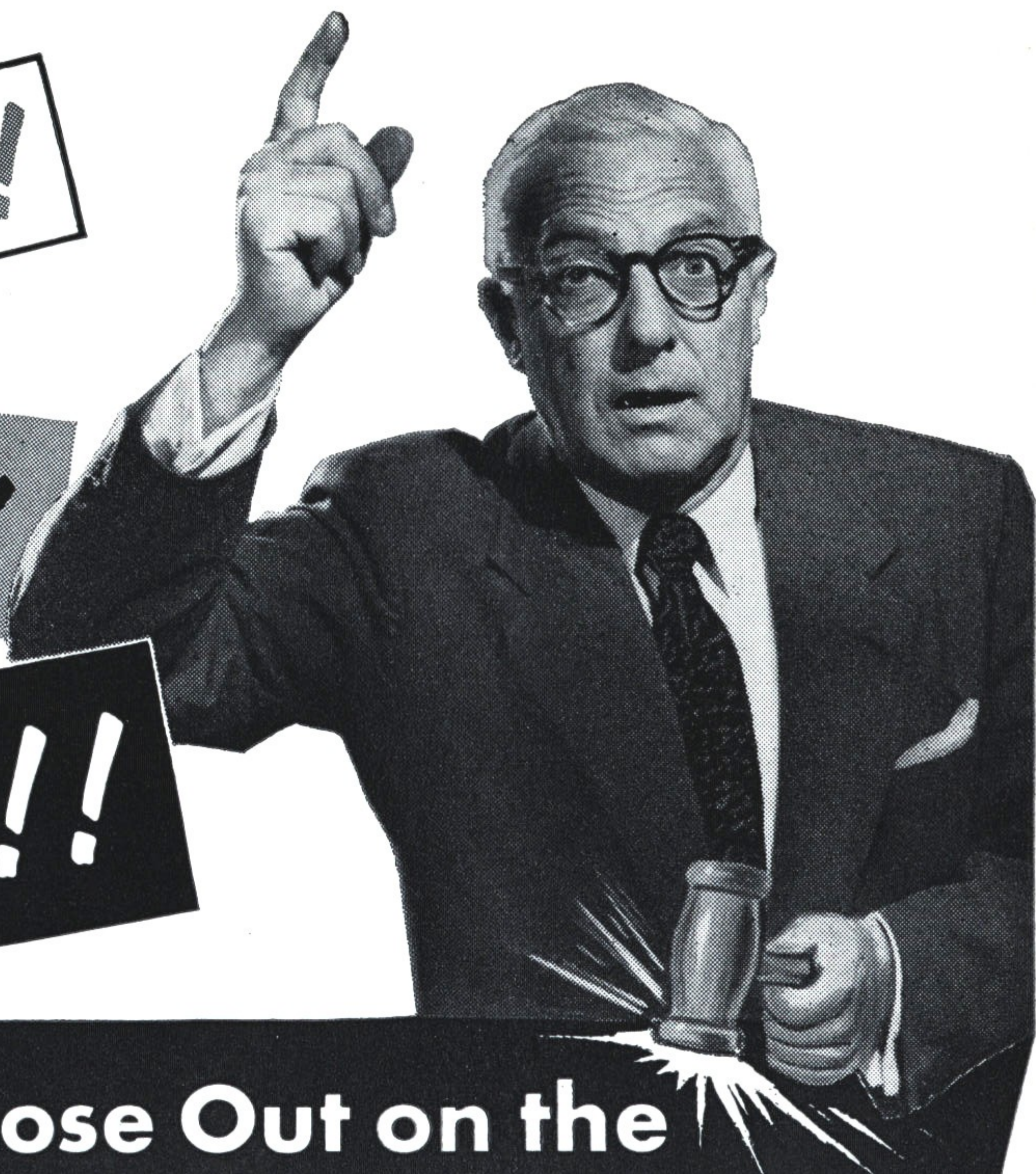
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